



DELAWARE STATE UNIVERSITY

CONTRACT ADMINISTRATION

March 20, 2017

Mr. Mark J. Marshall, Principal
Bentz, Whaley, Flessner
7251 Ohms Lane
Minneapolis, MN 55439

Email: mmarshall@bwf.com
Ph. 952-921-0111

Subject: Del. State University RFP - Philanthropic Consultation Fundraising and Gift Planning Strategies - Contract No 17-03-10-02

Dear Mr. Marshall,

Thank you for submitting a proposal to the Delaware State University. We are pleased to inform you that your firm has been awarded above listed contract. This award letter is subject to execution of a written contract, Board of Trustees approval (if required), and fulfilling of any other legal/ procedural formalities.

The highly competitive RFP process revealed your institution's good combination of experience and expertise. The Selection Committee felt that your firm was best suited for the University's needs.

On behalf of Delaware State University, we appreciate the hard work that went into preparing your proposal and we look forward to working with you.

Sincerely,

Zafar Chaudhry
Associate Vice President